



PR/118179 | Senior Software Sales

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1560841

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

October 7th, 2025 11:29

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Location: Sathorn, Bangkok

Overview: Our client is an international leading ICT solution provider, established the business over 10 years.

Description

- Manage existing customers and find new customers for creating sales pipeline
- Obtain a business opportunity of application software development for main Japanese manufacturing company
- Identify business opportunities from the market and create revenue from prospective customers through engagement together with the company's system engineer
- Oversee application software development projects to ensure customer requirements are fully met.
- Verify the customer's budget, anticipated timeline, and decision-making process
- Develop a proposal, make quotation to customers and issue the billing documents
- Prepare the Master Service Agreement and Statement of Work
- Manage other related to the company's sales and mkt activities/ events
- Handle visit customers by public transportation or company car.

Qualification

- Bachelor's degree in information technology or others
- 3+ years of work experiences in Software Sale Executive, IT Sales, ERP Sales, B2B Enterprise Sales
- Proven success with sales achievement
- Hands-on experience in Software selling project/ Manufacturing System Software
- Background in working with Japanese organization is a plus.
- Strong English communication speaking (Work with International manager)
- Good personality, communication skill and negotiation

Interested applicants, please click APPLY NOW. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACTH

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Company Description